


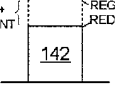
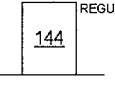
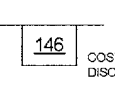
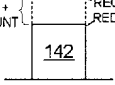
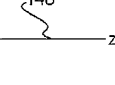
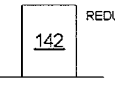
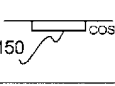
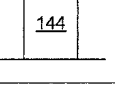
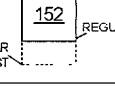
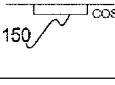
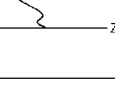
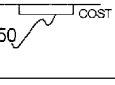
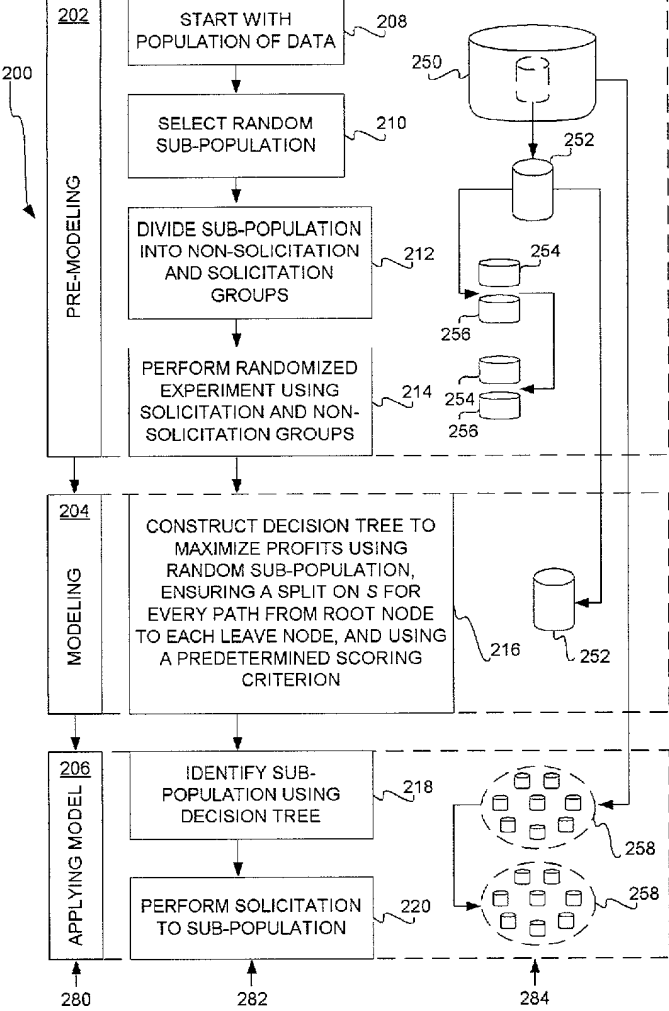


FIG 1

<p>102</p>  <p>MEMBER TYPE</p>	<p>104</p>  <p>SOLICIT</p>	<p>106</p>  <p>NOT SOLICIT</p>	<p>108</p> <p>GAIN OR LOSS</p>
<p>ALWAYS BUY</p> <p>110</p>	<p>COST + DISCOUNT</p> <p>118</p> 	<p>120</p> 	<p>122</p> 
<p>PERSUADABLE</p> <p>112</p>	<p>COST + DISCOUNT</p> <p>124</p> 	<p>126</p> <p>148</p> 	<p>128</p> 
<p>ANTI-PERSUADABLE</p> <p>114</p>	<p>130</p> 	<p>132</p> 	<p>134</p> 
<p>NEVER BUY</p> <p>116</p>	<p>136</p> 	<p>138</p> <p>148</p> 	<p>140</p> 



100

FIG 2



Downloaded from on 05/11/16 at 14:04:00 by University of Cambridge

FIG 3

<div>  <div>MEMBER</div> </div>		<div> <div>318</div> OTHER FEATURES $X=x_0, x_1, \dots, x_n$ </div>				<div> <div>320</div>  <div>SOLICIT</div> </div>	<div> <div>322</div> <div>\$</div> <div>PURCHASED</div> </div>
		<div> <div>312</div> x_0 {1,2,3} </div>	<div> <div>314</div> x_1 {1,2} </div>	...	<div> <div>316</div> x_n {1,2} </div>	<div> <div>(S)</div> {0,1} </div>	<div> <div>(B)</div> {0,1} </div>
MEMBERS $R=(r_0, r_1, \dots, r_m)$	<div> <div>310</div> <div>304</div> <div>r_0</div> </div>	<div> <div>324</div> <div>1</div> </div>	<div> <div>326</div> <div>2</div> </div>		<div> <div>328</div> <div>2</div> </div>	<div> <div>330</div> <div>0</div> </div>	<div> <div>332</div> <div>1</div> </div>
	<div> <div>306</div> <div>334</div> <div>336</div> <div>r_1</div> </div>	<div> <div>334</div> <div>3</div> </div>	<div> <div>336</div> <div>1</div> </div>		<div> <div>338</div> <div>1</div> </div>	<div> <div>340</div> <div>1</div> </div>	<div> <div>342</div> <div>0</div> </div>
	<div> <div>308</div> <div>344</div> <div>346</div> <div>r_m</div> </div>	<div> <div>344</div> <div>2</div> </div>	<div> <div>346</div> <div>2</div> </div>		<div> <div>348</div> <div>1</div> </div>	<div> <div>350</div> <div>1</div> </div>	<div> <div>352</div> <div>1</div> </div>

300

FIG 4

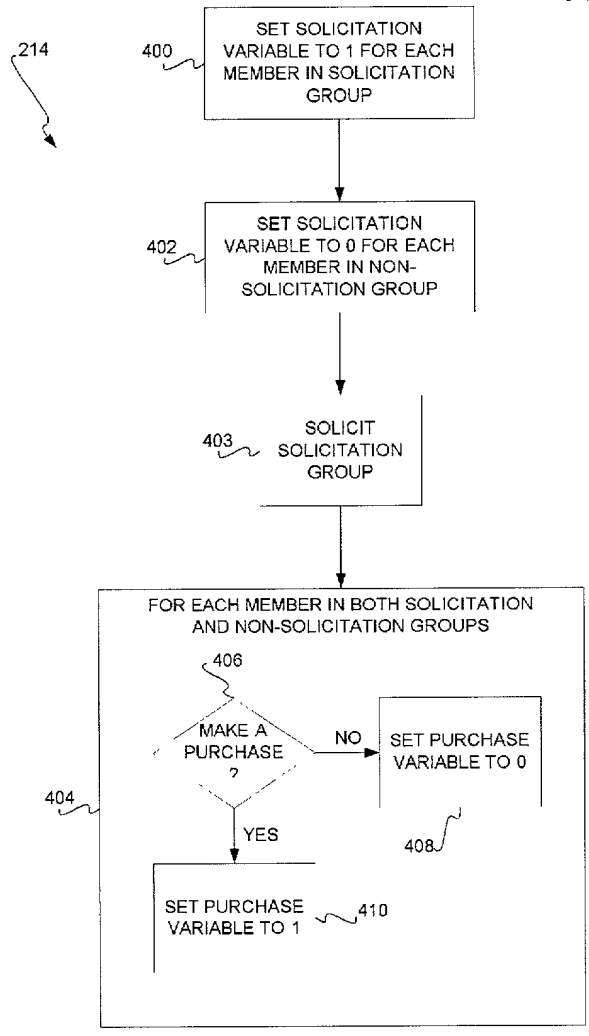


FIG 5

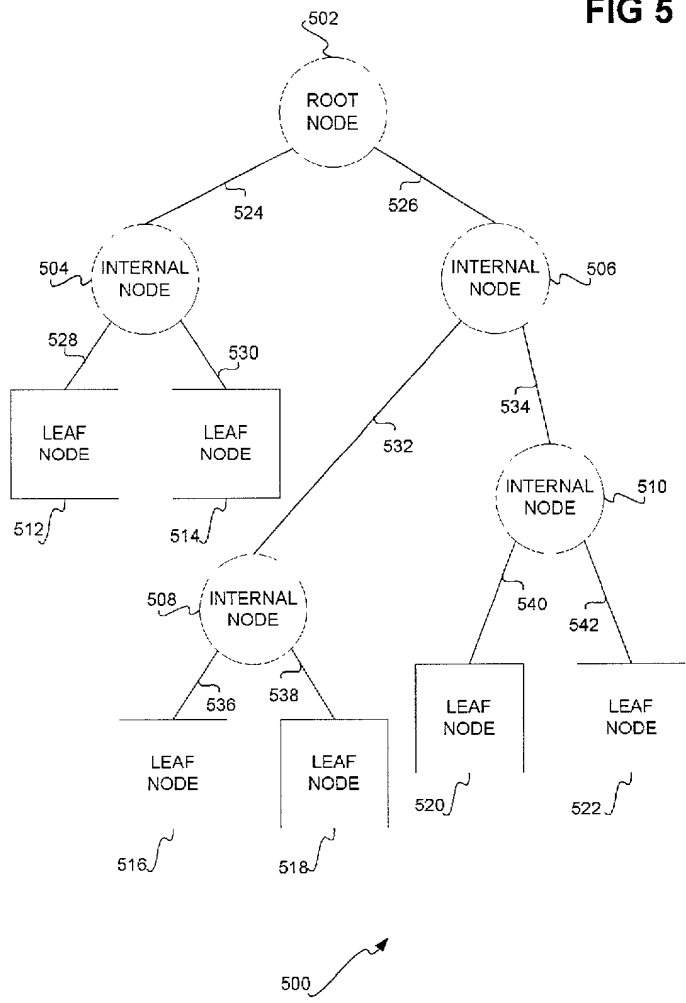


FIG 6

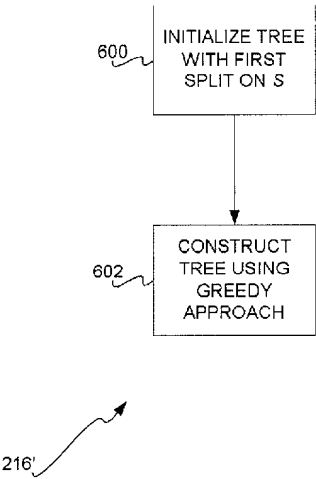


FIG 6

FIG 7A

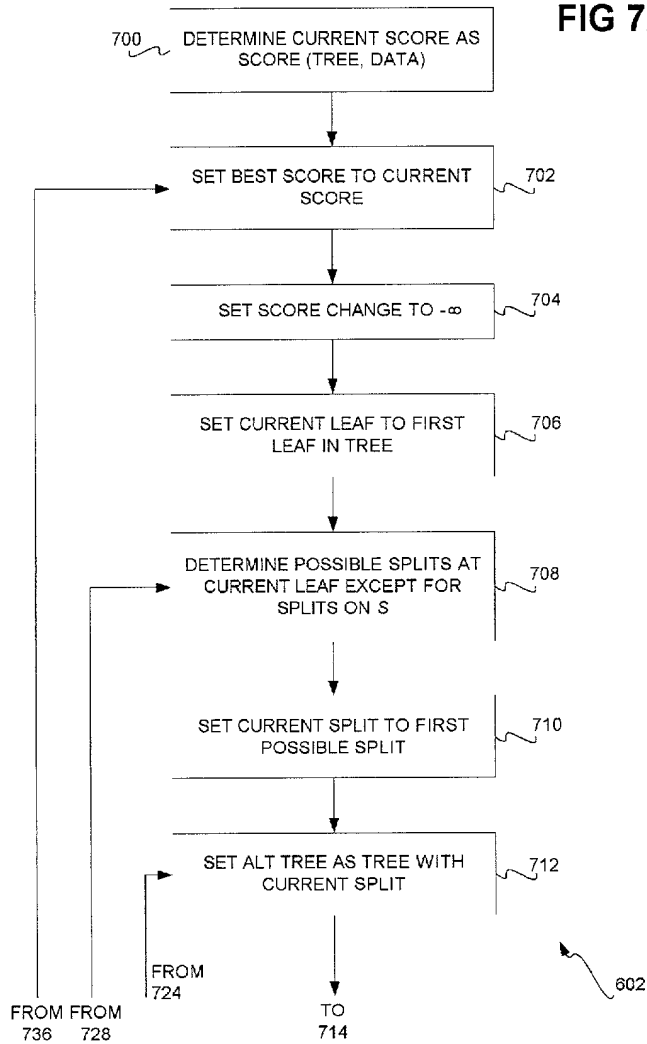
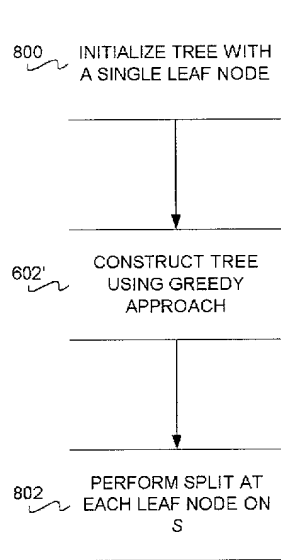




FIG 8



216"

FIG 9

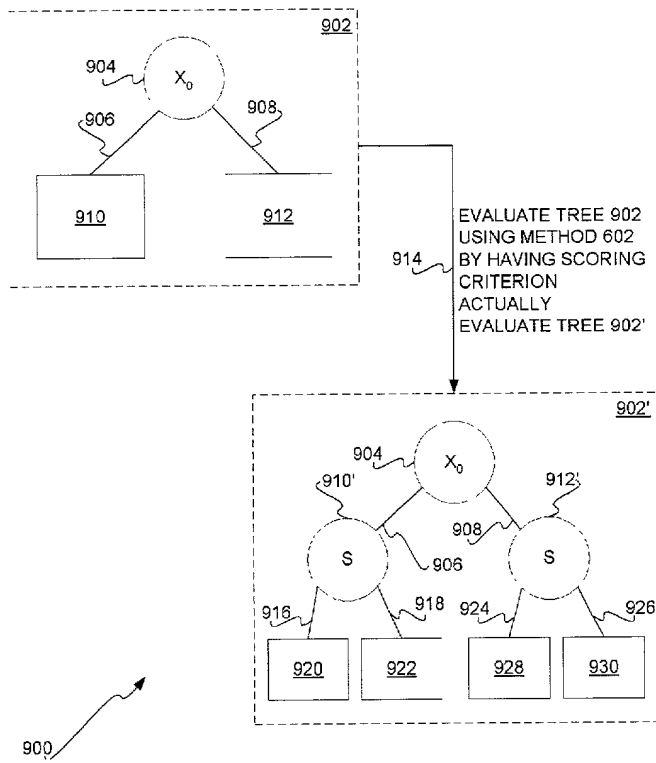


FIG 10

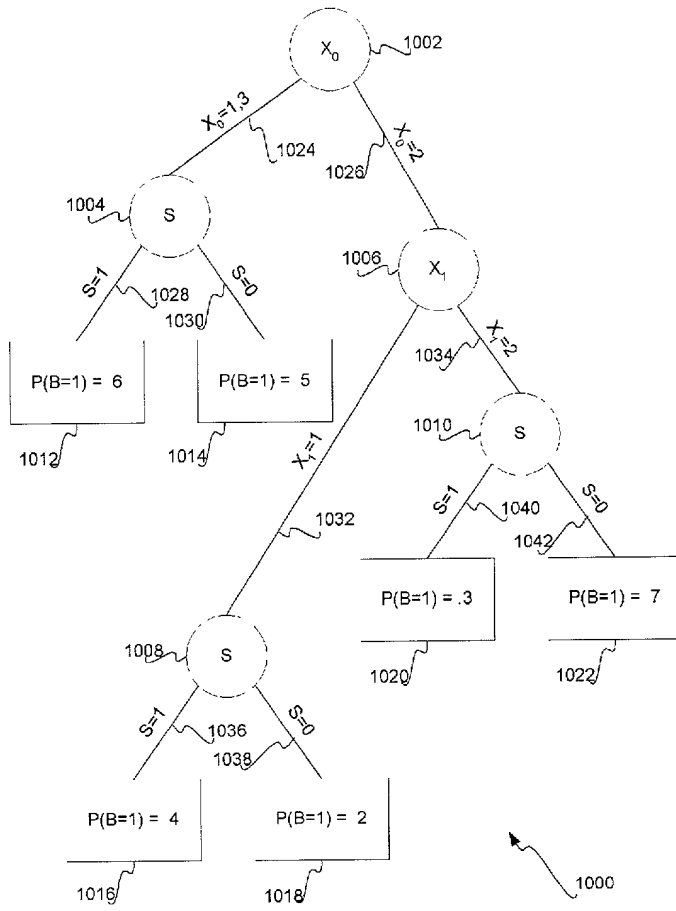


FIG 11

